MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

MARCH 1984 SALES FOR THE METAL TREATING INDUSTRY ARE UP 7.7% OVER FEBRUARY 1984 FIGURES

March 1984 sales exceeded March 1983 figures by 32.8%.

For the fourth consecutive month, Commercial Heat Treaters increased their sales over the previous month.

Industry-wide, for the first three months of 1984 total billings amounted to $107 million, up 39.6% over the 1983 total for the same period of $76.8 million.

All eight MTI districts recorded gains over the March 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	Mar. 84 vs. Mar. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	16.9	20.0
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	15.1	30.0
3	South Central (W.PA-OH-IN-KY)	38.7	43.5
4	Michigan	68.1	80.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	35.7	40.2
6	North Central (IL-WI-MN-MO-IA)	38.4	48.4
7	Pacific Coast (CA-OR-WA-B.C.)	17.2	19.5
8	Southwest (TX-OK-AR-CO-AZ-LA-UT)	25.9	19.0

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METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

MARCH, 1984

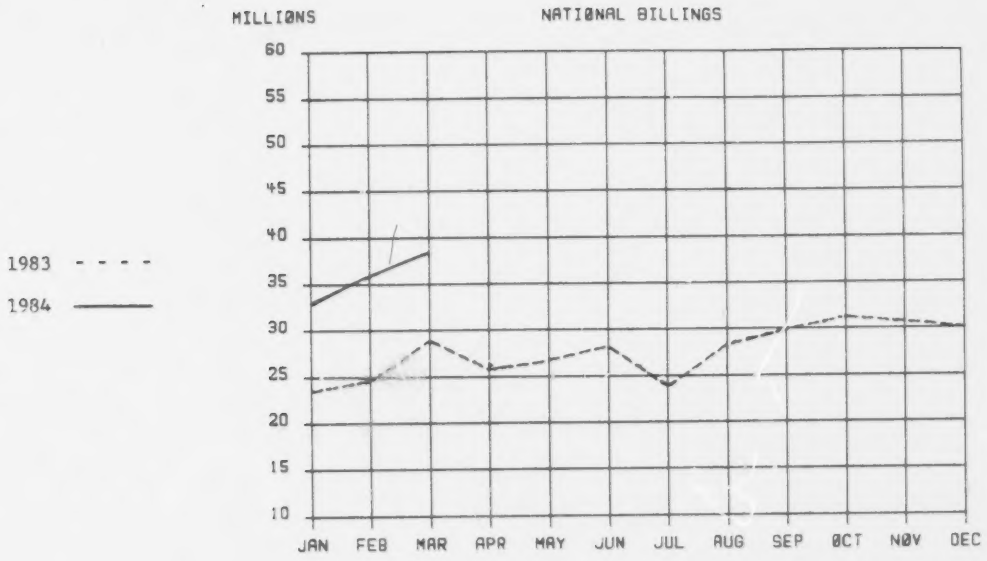
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	28976.7	38470.4	32.8	100.0	100.0
Dist. 1	15	1800.0	2103.4	16.9	6.2	5.5
Dist. 2	41	4871.6	5605.2	15.1	16.8	14.6
Dist. 3	52	4696.2	6511.6	38.7	16.2	16.9
Dist. 4	27	3875.1	6515.4	68.1	13.4	16.9
Dist. 5	19	1166.9	1583.7	35.7	4.0	4.1
Dist. 6	40	5700.4	7889.5	38.4	19.7	20.5
Dist. 7	36	4419.2	5180.3	17.2	15.3	13.5
Dist. 8	27	2447.3	3081.4	25.9	8.4	8.0
Foreign	10					

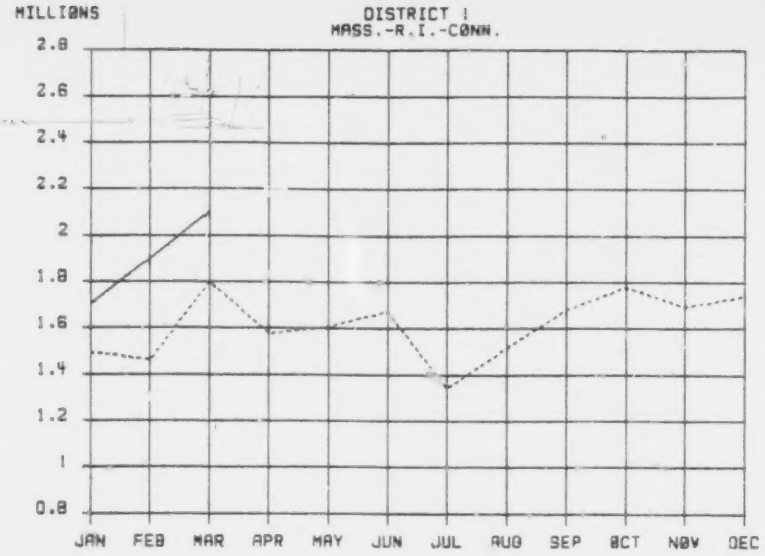
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	76814.4	107239.3	39.6	100.0	100.0
Dist. 1	4756.6	5710.1	20.0	6.2	5.3
Dist. 2	12445.0	16174.1	30.0	16.2	15.1
Dist. 3	12443.6	17851.0	43.5	16.2	16.6
Dist. 4	10154.6	18317.6	80.4	13.2	17.1
Dist. 5	3149.3	4415.3	40.2	4.1	4.1
Dist. 6	15037.8	22311.7	48.4	19.6	20.8
Dist. 7	11875.1	14188.5	19.5	15.5	13.2
Dist. 8	6952.3	8271.0	19.0	9.1	7.7

[1] Total MTI membership including firms that do not participate in monthly analysis.



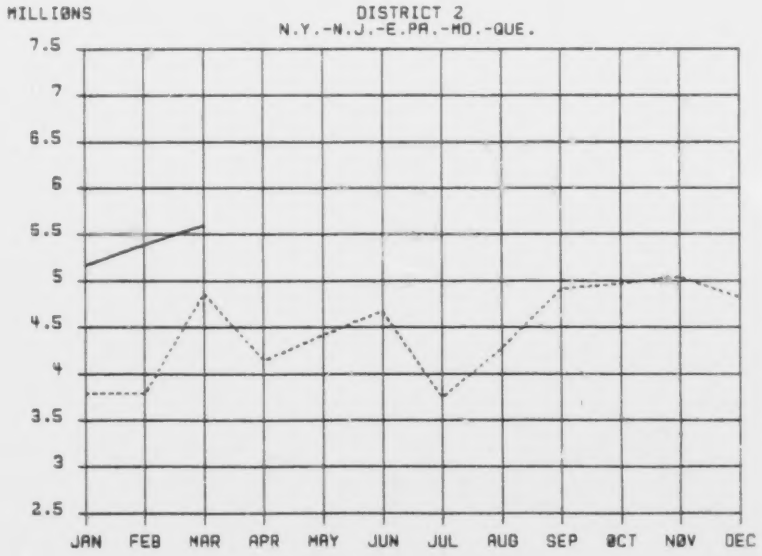
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.3	46.3	32.8									
% Change	Cumulative	41.3	43.7	39.6									



1983 - - - -

1984 ———

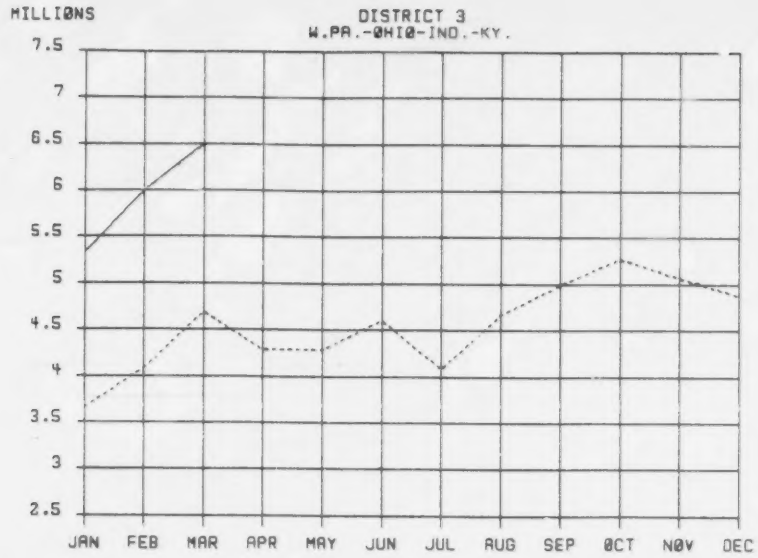
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.0	30.1	16.9									
% Change	Cumulative	14.0	22.0	20.0									



1983 - - - -

1984 ———

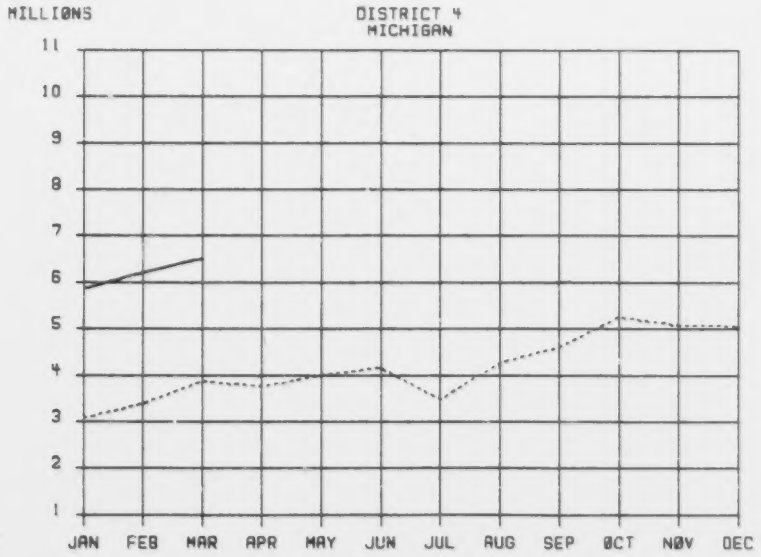
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6	42.5	15.1									
% Change	Cumulative	36.6	39.6	30.0									



1983 - - - -

1984 ———

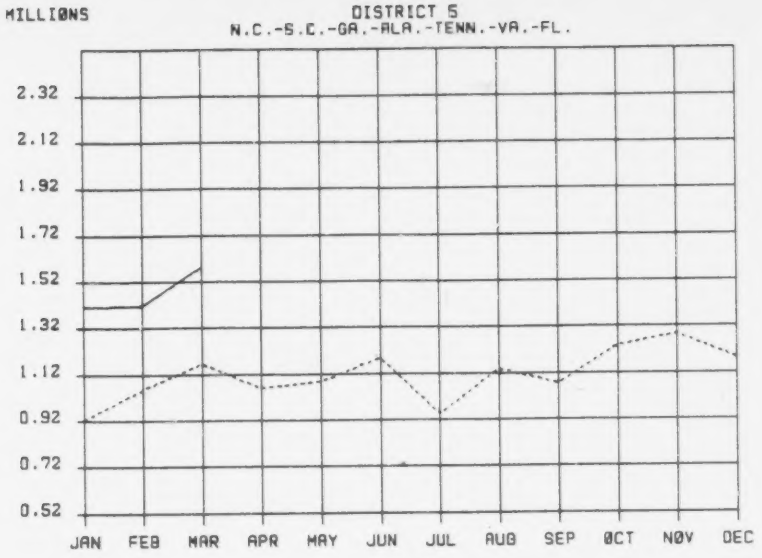
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6	46.7	38.7									
% Change	Cumulative	45.6	46.2	43.5									



1983 - - - -

1984 ———

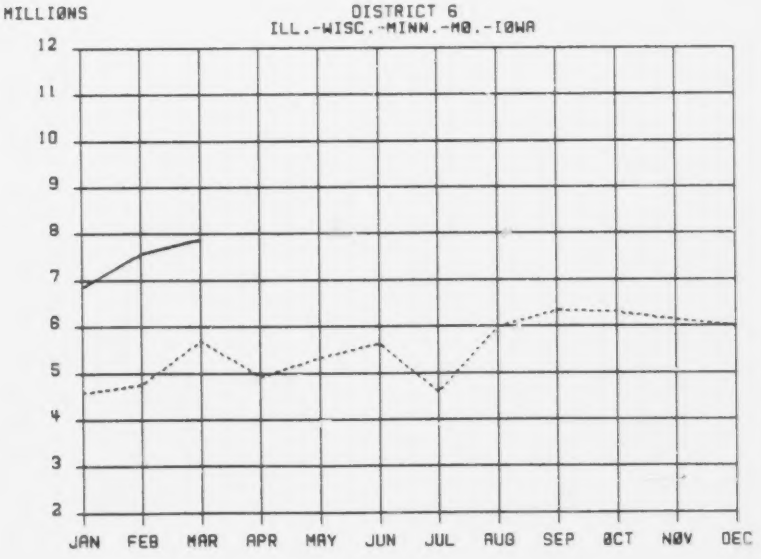
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5	83.2	68.1									
% Change	Cumulative	90.5	86.7	80.4									



1983 - - - -

1984 ———

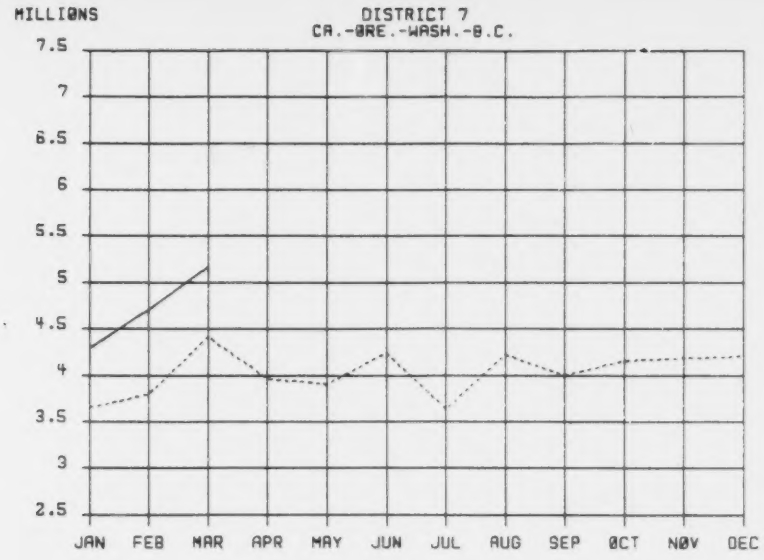
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	62.5	34.3	35.7									
% Change	Cumulative	62.5	42.8	40.2									



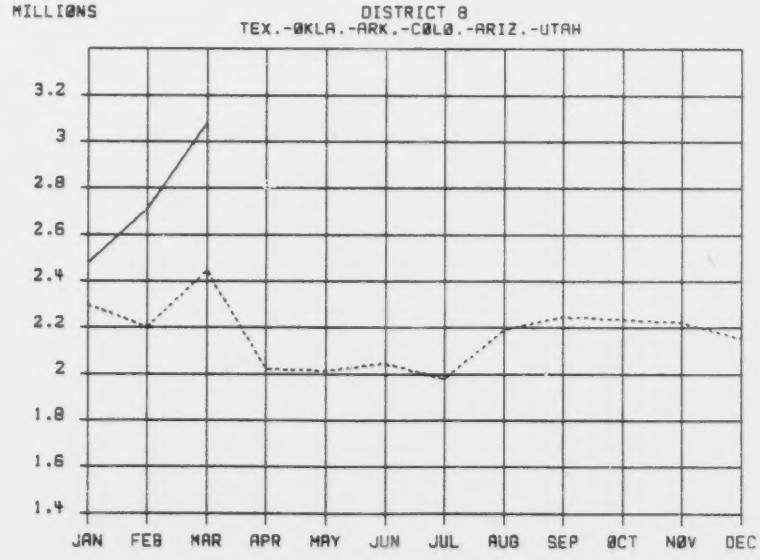
1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6	59.1	38.4									
% Change	Cumulative	49.6	54.4	48.4									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	24.0	17.2									
% Change	Cumulative	17.5	20.8	19.5									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.7	23.0	25.9									
% Change	Cumulative	7.7	15.2	19.0									